

**Subject : Letter of Appointment & Terms of Employment**

P.O. Tarakeswar,  
Tarakeswar  
712410

Thank you for exploring career opportunities with Abbott Healthcare Pvt. Ltd.

This is with reference to your application and, subsequent to our meetings and discussions, we are pleased to make you an offer for the position of **Territory Business Manager in Grade 18**, to be based at **Shubaneswar**. Your appointment shall be effective on the date of joining (DOJ) **June 23, 2017**. If you cannot join by the DOJ, the appointment letter stands withdrawn without any notice or communication to you.

You will be responsible for

- a) Achieving and exceeding sales targets as set out by your manager. Your sales targets may be revised periodically based on business requirements of the Company.
- b) Generating business through your team so as to achieve your assigned sales targets
- c) Attending Product and Process Trainings
- d) Completion of documentation including providing daily sales and other MIS reports as required.

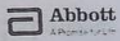
Your duties and responsibilities are detailed in **Annexure II**. However, it should not be presumed that this is the final list of your duties. You shall also have to perform such duties as may be directed from time to time as per the exigencies of business.

Your Salary (cost to company) including all benefits will be **INR 235500/- per annum**. (Annexure I provides a breakup of the compensation package). In case of any queries with regards to salary structure, you are requested to refer your queries regarding compensation package to your Business HR Manager.

**Daily Work Reports**

If daily Work Reports (which is being your proof of attendance and work) is not submitted on the timely basis, such days of non-submission of work reports will be treated as days of unauthorised absence and no salary will accrue to you for such days.

Recd. Office  
Corporate Park,  
Sai Tibraji Road,  
Mumbai - 400 071, India



*Koushik Panja*